

Message Text

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PAGE 01 STATE 263501

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FM SECSTATE WASHDC

TO AMEMBASSY DAMASCUS

UNCLAS STATE 263501

E.O. 11652: N/A

TAGS: EGEN SY

SUBJECT: COMMERCIAL MESSAGE

1. FOLLOWING IS TEXT OF MESSAGE RECEIVED HERE FOR MICHAEL DAVIS, COMMERCIAL OFFICER, DAMASCUS: QUOTE:
MCMULLEN ASSOCIATES AND CONSORTIUM MEMBERS (JJMA) VERY INTERESTED IN COMPREHENSIVE STUDY OF TRANSPORTATION IN SYRIA AS INDICATED BY LEVEL OF EFFORT IN 1) SUBMITTING PREQUALIFICATION PROPOSAL, 2) SUBMITTING TECHNICAL PROPOSAL, AND 3) VISITING DAMASCUS WITH TECHNICAL PROPOSAL.
2. SUBSEQUENT TO EFFORT AS LISTED IN PARA ABOVE, THE POLITICAL STABILITY OF AREA ABRUPTLY CHANGED DUE ESCALATION OF LEBANESE CIVIL WAR.
3. VERY INTERESTED IN PROJECT, HOWEVER, CONSORTIUM MEMBERS CONCERN FOR RISKS INVOLVED BECAUSE THE UNSETTLED POLITICAL SITUATION UNDERLIES JJMA AND CONSORTIUM MEMBERS PRIMARY REASON FOR NO RESPONDING TO BID BOND REQUEST.
4. JJMA HAS EXPENDED CONSIDERABLE AMOUNT OF MONEY IN DEVELOPING PROPOSAL TO DATE AND CONTRACT NEGOTIATIONS FOR SUCCESSFUL BIDDER WOULD REQUIRE ADDITIONAL MONIES, WHICH

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PAGE 02 STATE 263501

COULD ALL BE LOST DUE TO POLITICAL SITUATION.

5. JJMA AND CONSORTIUM MEMBERS APPREHENSIVE AND UNWILLING TO COMMIT FUNDS IN THE FORM OF A BANK GUARANTEE DURING THIS UNSETTLED SITUATION, UNLESS AWARD OF CONTRACT IS IMMINENT, WHERE PERFORMANCE BOND COULD BE ISSUED.

6. JJMA AND CONSORTIUM MEMBERS BELIEVE BID BONDING REQUIREMENTS IN FORM OF BANK GUARANTEE ARE COSTLY AND UNNECESSARY PROCEDURE FOR U.S. COMPANIES SINCE THIS FORM OF TRANSACTION ADVERSELY AFFECTS THE OPERATING CAPITAL OF RESPECTIVE FIRMS.

7. TANGIBLE SUPPORT VIA U.S. GUARANTEES IS PROBABLY THE BEST WAY OF ASSURING ECONOMIC BENEFITS TO U.S. COMPANIES BY WAY OF PROJECT FOLLOWONS, I.E. TENDERS FOR PORTS, HIGHWAYS, RAILROAD AND AVIATION FACILITIES AND THE LIKE RESULTING FROM PROJECT CONCLUSIONS AND RECOMMENDATIONS.

8. JJMA AND CONSORTIUM MEMBERS WELCOME THE SUPPORT AND ASSISTANCE THAT YOU MIGHT PROVIDE IN THIS ENDEAVOR.

J.B. KEANE - --
VICE PRESIDENT, FINANCE AND TRANSPORTATION SCIENCES
JOHN J. MCMULLEN ASSOCIATES, INC.
END QUOTE. KISSINGER

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